

BILL FLYNN BIOGRAPHY**BILL FLYNN**

Bill applies his servant-based philosophy to his work and enjoys helping turn great ideas into great businesses and great people into great leaders and teams.

He draws upon three decades in starting up and growing business in different industries and roles (nine-time VP, Sales, CMO and GM). As well as eight-plus years as a business advisor and as a Certified Four Decisions® coach working with dozens of clients.

In 2008, Bill's experience in helping to turn around a foundering multi-million-dollar division by applying proven business principles yielding great results was his first foray into coaching. Having experienced the results and sheer joy of helping his team succeed, he brings that passion to each of his clients every day. He looks forward to helping many more businesses.

Bill and his wife have one talented daughter with whom he enjoys weekly guitar lessons. He plays hockey and working off ice cream at the gym, writes a bi-weekly column and reads every chance he gets.

Executive Summary:

Bill Flynn has experience working with two dozen companies including 19+ different startups (10 to date with six successful outcomes; advisor to many others). He has been a GM/CMO, nine-time VP, WW Sales and has also run marketing, services and support for several other organizations. He has been involved in two IPOs and seven acquisitions. Bill's GM experience includes a successful division turnaround for a \$120MM IT services company. His global experience includes opening/managing satellite offices in Europe and APAC.

Industry Specialties

- Start Ups
- High Tech
- Operations

Coaching Specialties

- Principles-based executive team coaching
- Strategic plan development and accountability
- Disciplined execution management
- Applying latest neuroscience to leading people
- Predictive index practitioner

Specific Expertise

- Sales & Marketing
- General Management
- High Tech
- Security
- Digital Marketing/Advertising & E-commerce

Current

- Certified Four Decisions® Coach, Gravitas Impact
- Partner, Jumpstart Resources
- Nationwide Vistage Speaker
- Volunteer, NFTE – New England

Past

- Vice President, WW Sales Fiksu
- General Manager, mindSHIFT Online Services; CMO, mindSHIFT Inc.
- Vice President, Sales LiveVault/Iron Mountain
- Vice President, Sales, ValueClick
- Volunteer, Sudbury Soccer coach & coordinator

Education

- B.S. Business Administration, minor in Marketing, University of Massachusetts